

## Account Executive

**Fierce** is a globally recognized leadership development training company based in Seattle, WA. Our mission is to transform the conversations central to our clients' success. Our clients rely on us to deliver programs that transform cultures and help them gain a sustainable edge.

The logo for Fierce, featuring the word "fierce." in white lowercase letters on an orange square background.

any conversation **can.**

### Job Responsibilities

The ideal candidate will be excited for an opportunity to grow market share and hunt for new business. They have an enthusiasm for meeting new people, have high emotional intelligence, and has a high bar of success for themselves.

The candidate will be responsible for tasks including, but not limited to:

- Hungry to build a pipeline and go after new logos. High prospecting numbers and a drive to build something.
- Understand and be able to drive a complex B2B sale, that includes product demonstration and build consensus among executive decision makers.
- "land and expand" a sale for up to the first 12 months of onboarding.
- A prospecting background is a must, including cold calling, emailing and possessing creative ways for discovering new contacts. Must be proactive in asking for referrals and building a network.
- Developing and maintaining up-to-date expert understanding of Fierce solutions and general understanding of relevant competitor Solutions.
- Researching and actively identifying emerging trends that influence Fierce value proposition.
- Proactively managing pipeline; input, monitor, and update opportunities in a timely fashion.
- Provide accurate forecast in a timely fashion
- Create solution-based proposals, negotiating pricing/terms and strong closing skills is a must.
- Qualify prospects against company criteria for ideal customers and long-term business.
- Develop and maintain territory plans which outline how sales targets will be met on an ongoing basis.
- Develop and maintain account plans that identify opportunities for company to deliver value, strategic motivators, main stakeholders, buying processes and forecasted sales.
- Report on sales activity (include desired frequency – daily is ideal for accuracy).
- Keep detailed notes on prospect and customer interactions (include frequency – daily is ideal for accuracy).
- Provide feedback to sales management on ways to decrease the sales cycle, enhance sales, and improve company brand and reputation.
- Provide feedback to company management on market trends, competitive threats, unmet needs, and opportunities to deliver greater value to customers by extending company offerings.
- Identify sales support requirements and work with marketing to develop and improve sales tools.
- Be a positive representative of the company and its brand in the marketplace.
- Conduct all sales activities with the highest degree of professionalism and integrity.

### **Required or Preferred (Work) Experience**

- 4+ years' experience in a complex, consultative sales environment - preferably in some area of learning and development (L&D) and human capital.
- Highly skilled in complex B2B selling environments.
- Proven ability to connect with clients and provide value in a quick amount of time.
- Strong record of new business.
- Strong history of hitting activity metrics.

### **Required or Preferred Skills- what we call the Figure it Out Factor:**

- Strong Communication
- Work Ethic
- Organizational Skills
- Accountable
- Competitiveness
- Creative
- Resilient

### **Required or Preferred Knowledge and Technologies**

- Third Party Learning Solutions - "the industry" (Industry Knowledge)
- Salesforce
- Zoom
- Business and/or Organizational Acumen - how organizations in different industries are organized, make decisions etc.
- Comfortable working in a 100% remote capacity.
- Bilingual in English-Spanish preferred.

### **Required or Preferred Educational Background**

- BA Required. Preferably in some area of the social or behavioral sciences, communications, or business administration (HR, marketing, etc.).
- Required or Preferred Motivational Profile
- Resilient – someone who can handle change and wants to learn more
- Creative
- Resilient
- High energy and passion for sales
- Builder - takes a long term of success for their accounts.
- Enjoys building strategic relationships with clients

Fierce has an outstanding reputation. This is a great opportunity to advance a career, make a name for oneself, and work with a great team. Our clients are exceptionally busy and the candidate will be thrust into an entrepreneurial, intense environment where being self-sufficient and resourceful will be critical.

Fierce provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics in compliance with federal, state and local governing laws.

This is a fully remote, full time and non-exempt position. For more information, contact [careers@fierceinc.com](mailto:careers@fierceinc.com).